

BEFORE  
THE PUBLIC SERVICE COMMISSION  
OF SOUTH CAROLINA

DOCKET NO. 2021-188-T

Application of Christ Movers LLC for a )  
Class E (Household Goods) Certificate of )  
Public Convenience and Necessity for )  
Operation of Motor Vehicle Carrier )  
)  
)

PREFILED DIRECT TESTIMONY  
OF  
MOBUTU DESSALINE

MS. GOODWIN: Mr. Commissioner, I'm Clare Goodwin, with Epstein Law, and I'm here with Motubu Dessaline, who represents Christ Movers, as the Operator and Owner.

BY MS. GOODWIN

Q. Please state your name and address.

A. Mobutu Dessaline. 746 Longbranch Drive, Charleston, South Carolina 29414.

Q. Mr. Dessaline, you, in consultation with all the staff involved, have prepared testimony and have written it out, have you not?

A That is correct.

Q. Would you please read that testimony at this time?

A I will. This is testimony which we prepared based on the advice from the Office of Regulatory Staff, the visitor -- the inspector, I will read the entire testimony.

WITNESS (DEZZY): My name is Motubu "Dezzy" Dessaline, and I'm the Owner and Operator of Christ Movers, along with my wife, Tonya Dessaline.

Christ Movers is a young moving company, managed by myself and my wife. I have many years of experience in the Moving Industry, and wanted to start my own business. Our mission is to serve the families and realtors of the Lowcountry, and throughout the State of South Carolina to the highest level possible for a positive memorable experience. We're seeking a Class E household-goods Certificate of Public Convenience and Necessity with Statewide Authority.

**To the matter of our business and business plan portion:** Our moving business is intended to address the needs of the citizens of South Carolina. We will build our reputation on our exceptional service, attention to detail, and involvement in the community.

Additionally, we will continue to expand our company through local advertisements, our website and referrals from past clients, real estate agents, families, and friends. We are looking forward to becoming a prominent mover throughout the State.

To start, we focused our business on commercial moves, and junk removal. We have worked with the Charleston County School System to move furniture and equipment, and some well-known box stores providing delivery assistance. Now, we are seeking the Class E Certification to become compliant in the residential marketplace. We hope to continue to expand our customer based through high-quality service, and in the future hope to expand to larger residential moves across the state.

Christ Movers currently has three trucks to utilize for residential moves. As our business grows, we hope to purchase more vehicles. Currently, we have a team of three people, including myself, and will look to expand our staff throughout 2022.

Many of our business decisions come from my experience in the industry, and some of the issues I have witnessed between moving companies and clients. We will strive to make our clients happy, and provide them with the impeccable service. One item of note is that we ask that our clients unpack their televisions and plug them into the wall to make sure they are working properly immediately after the move is complete. We have this request outlined in our terms, and speak to clients about this request ahead of time.

**To the matter of experience and business standing:** Christ Movers is a relatively new company, however, I have been involved in the moving business for nearly 25 years. I have worked for moving companies in New York, Atlanta, Georgia, and Charleston, South Carolina, as well as worked for Big Lots making deliveries. Myself, and our team are respectful, with strong morals and ethics learned through upholding our religious teachings. Our office manager, and my wife, Tonya, handles the scheduling, invoicing, and other administrative work. She has experience in this from her previous job managing a supply store. She has the patience and organizational skill to help our clients through the often-stressful moving processing. She also has experience as a school bus driver, and dump truck driver. We will build a strong reputation by providing outstanding customer service and dependability.

Currently, there is one outstanding citation against Christ Movers for violation of Section 58-23-0040. Upon starting our company, we browsed the internet for information on how to start a moving company in South Carolina. There was information on how to set-up the limited liability company, but we did not find additional information on the Class E Certificate for Household Goods. We set up our LLC, purchased insurance, received a business license, hired an accountant to pay our taxes, and believed we had done everything correctly to set up our new company. When we received the citation, we were surprised there was a certificate issued by the State. We simply were not aware of the statutes and regulations around moving household goods. Immediately after receiving the citation, we contacted our current counsel to help us come into compliance with the State. Moreover, we will commit to educate new moving companies or young entrepreneurs looking to expand into this industry about this process and how to become compliant with the State of South Carolina.

We have acquainted ourselves with the rules and regulations governing the Class E Certification for moving household goods since receiving the citation. We will abide by the regulations governing employees, insurance, bills of lading, tariffs, leasing, and any and all others related to operations and compliance.

Christ Movers does not hold any other certificates or licenses for moving services. We have not conducted any proscribed actions and have no complaints filed with any organization against us, to the best of my knowledge.

**To the matter of publications:** Christ Movers published notification in all applicable papers and mediums. We have available certified copies and documentation of the same.

**To the matter of insurance:** Christ Movers has insurance for our Company and vehicles. Our premiums for insurance have been provided based on a \$750,000 policy, and our cargo insurance in the amount of \$50,000.

**Financial statement:** There've been no changes to the financial statement submitted during our application process. Christ Movers currently has three trucks, and substantial moving equipment, and hopes to grow our fleet.

**To the matter of the rate schedule:** Christ Movers set its rate schedule based on prevailing rates in South Carolina and surrounding market.

In an attempt to provide our customer transparency in pricing, we have rates for professional movers, and rates for our truck, the combination of which will provide the client the entire invoice price. The price of the professional movers is based on the number of team members required, and the length of time. The price for the truck is a base price for the first 30 miles, and the client will then be charged by the mile, at the same rate. Additionally, we do charge for heavy items.

Our research shows that people prefer transparency in moving costs, and this is our attempt to do so.

We will only use the rates provided to the Commission during the application process for our moving services. Our schedule of tariffs clearly lays out transportation costs, the rate for straight time for men, men with a vehicle, additional labor hours, minimum charges, heavy item charges, and discounted rates. Christ Movers has no surcharge for stairs. I recognize that we can only provide estimates based off the tariffs provided to the Commission and we are not at liberty to provide fixed quotes.

**To the matter of employees:** Our company currently does not have any employees. As we expand, we hope to add staff next year, according to need. Christ Movers will benefit from referrals through our network built in working in the moving industry for many years. Tonya Dessaline, my wife, will schedule the moves and communicate with customers. In the instance we receive multiple requests in the same day, we will look to individuals we have worked with in the past, who are familiar with our company and my personal expectations. These individuals will be provided with training on moving furniture and household wares as well as training on interacting with customers prior to working with Christ Movers. I take great pride in my Company, and it is of the utmost importance for our clients to see us go above and beyond, so that will be ingrained in our training. Additionally, we will ensure they are covered under our insurance policy or have their own.

**To the matter of territory:** While we will primarily handle moves in the Lowcountry, we have asked for Statewide Authority. We made this request so in the instance someone request our services moving to or from the Lowcountry to other parts of the State, we can provide them services. As I am sure you are aware, other areas of the State are expanding, like Aiken, Fort Mill, and Myrtle Beach. With the steady rise in real estate transactions, there is certainly a need for moving companies, like Christ Movers, to operate in all counties throughout South Carolina. The Statewide Authority will allow us to move nearly all clients that call to request our services.

**To the matter of equipment:** Christ Movers currently owns three vehicles, and equipment to perform moving services. We understand the vehicles must always be in good standing, working, clean, and reliable. Photos of our truck and some of our equipment are provided as an Exhibit.

**Finally, to the matter of the bills of lading:** Christ Movers intends to provide bills of lading for each move conducted by our company. We have a proposed example of our document. Our primary business model will be to use labor hours and vehicles for use for a bill of lading, as well as mileage and keeping it simple. Therefore, the process should be very simple and straightforward for our clients, and for our team during the training process. Moreover, we understand that records must be kept for three years and have a filing system to ensure such safe record keeping.

We go above and beyond for our clients, and we believe our commitment to them will help us earn their future business, and referrals to family and friends. This is an industry I know and enjoy working in, and hope to continue with Christ Movers for many years. Thank you for your consideration.

MS GOODWIN: Mr. Chairman, we would like to introduce three sets of documents into evidence. The first is our proposed tariff, the second the Bill of Lading and terms and finally photos of the trucks owned by Christ Movers.